

# 700-105<sup>Q&As</sup>

Cisco Midsize Collaboration Solutions for Account Managers

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## QUESTION 1

Which definition is the best description of collaboration?

- A. software and tools that enable teamwork
- B. working together remotely
- C. video and chat applications running via the Internet
- D. people working together to reach a common goal

Correct Answer: A

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## QUESTION 2

Which four options are the main areas of Cisco Collaboration? (Choose four)

- A. virtual support
- B. flexibility
- C. conferencing
- D. customer collaboration
- E. unified communications
- F. social software
- G. collaboration endpoints
- H. voicemail

Correct Answer: BCEG

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## QUESTION 3

Which three operational benefits are provided by Cisco Business Edition 6000? (Choose three.)

- A. support for multiple management platforms
- B. faster end-user adoption through collaboration process templates
- C. faster updates through smaller software packages
- D. reduced implementation risk through reference architectures and validated designs
- E. better user experience based on end-to-end architectural approach
- F. faster solution implementation due to preloaded and preconfigured collaboration applications

Correct Answer: BEF

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## QUESTION 4

Which Cisco online resource provides partners with the most comprehensive set of Cisco BE6000 sales materials that are aligned to the sales cycle?

- A. Cisco Selling Collab Portal
- B. Cisco Business Edition 6000 Product home page
- C. Cisco Promotions and Incentive
- D. Cisco BE6000 Partner Sales Guide

Correct Answer: A

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## QUESTION 5

Which four companies are the strongest Cisco competitors in the area of unified communications and collaboration? (Choose four)

- A. Juniper
- B. Avaya
- C. Siemens - Unify
- D. ZTE
- E. Mitel
- F. Brocade
- G. Microsoft
- H. HP

Correct Answer: BCGH

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